

STATE OF MAINE
Department of Health and Human Services
Office of Aging and Disability Services

REQUEST FOR INFORMATION

RFI# 201601006

Program of All-inclusive Care for the Elderly (PACE)

RFI Coordinator: David D. Berry, Manager – OADS Finance & Data Operations
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This RFI is non-binding, for the State and all interested parties, and no contract award will be made as a result of the RFI process. This document is for market research purposes only. All contact with the State regarding this RFI must be made through the aforementioned RFI Coordinator. No other person/State employee is empowered to make statements regarding this RFI.

Informational Meeting: February 8, 2016, 10:00 a.m. 41 Anthony Ave, Augusta, ME 04330

Deadline for Submitted Questions: February 18, 2016, 5:00 p.m. local time

Responses Due Date: March 17, 2016, 2:00 p.m. local time

Responses are to be submitted to:

David.Berry@maine.gov

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PUBLIC NOTICE

State of Maine
Department of Health and Human Services
RFI# 201601006
Program of All-inclusive Care for the Elderly (PACE)

The State of Maine, Department of Health and Human Services, Office of Aging and Disability Services, is seeking information regarding the development and implementation of the Program for All-inclusive Care of Elderly (PACE) in one or more yet to be determined geographic service areas of the state. Thus, the Department is hereby announcing the publication of a Request for Information (RFI) # 201601006 requesting information of the aforementioned services.

A copy of the RFI can be obtained by contacting the Department's RFI Coordinator for this project: David D. Berry, Manager – Office of Aging and Disability Services Finance and Data Operations. The RFI Coordinator can be reached at the following email address: David.Berry@maine.gov. The Department encourages all interested parties to obtain a copy of the RFI and submit a response.

An informational meeting will be held at the Department of Health and Human Services, Office of Aging and Disability Services, located at 41 Anthony Avenue, Augusta, ME, on February 8, 2016 at 10:00 a.m.

Responses must be submitted to: David.Berry@maine.gov and be submitted by 2:00 p.m., local time, on March 17, 2016.

State of Maine - Department of Health and Human Services
RFI# 201601006
Program of All-inclusive Care for the Elderly (PACE)

PART I INTRODUCTION

A. Definitions and Abbreviations

The following are definitions for the stated terms and acronyms as they relate to this Request for Information (RFI):

1. **Acute Care:** short-term treatment for a severe injury, episode of illness, an urgent medical condition, or during recovery from surgery. Acute Care for health conditions is the opposite from chronic or longer-term care.
2. **Assistive Technology:** an umbrella term that includes assistive, adaptive, and rehabilitative devices for people with disabilities and also includes the process used in selecting, locating, and using them.
3. **CMS:** Federal Center for Medicare and Medicaid Services.
4. **Community Care:** medical and/or social services provided to individuals living in their own homes.
5. **FOAA:** Maine Freedom of Access Act.
6. **Institutional Care:** medical and/or social services delivered in an establishment that also provides food and shelter to four (4) or more persons unrelated to the proprietor. Institutional Care is most often associated with care delivered in nursing facilities.
7. **Long Term Care:** a continuum of medical and social services designed to support the needs of people living with chronic health problems that affect their ability to perform everyday activities.
8. **NFLoC:** an assessed medical eligibility for Nursing Facility Level of Care.
9. **NPA:** National PACE Association (see: <http://www.npa.org>).
10. **OADS:** Department's Office of Aging and Disability Services.
11. **Options Counseling:** an interactive decision-support process whereby individuals, family members and/or significant others are supported in their deliberations to determine appropriate Long Term Care choices in the context of needs, preferences, values and individual circumstances.
12. **PACE:** Program of All-inclusive Care for the Elderly (see: <http://www.medicaid.gov/Medicaid-CHIP-Program-Information/By-Topics/Long-Term-Services-and-Supports/Integrating-Care/Program-of-All-Inclusive-Care-for-the-Elderly-PACE/Program-of-All-Inclusive-Care-for-the-Elderly-PACE.html>).
13. **Respondent:** any individual or organization submitting a response to this RFI.
14. **RFI:** Request for Information.
15. **RFP:** Request for Proposal.
16. **Rural:** Areas not defined as urban by the Maine Department of Transportation. Current definitions can be found at: <http://www.maine.gov/mdot/csd/mts/stateurbancompact.htm>.
17. **Service Area:** a geographic area established by the Department where the Program of All-inclusive Care for the Elderly (PACE) can be offered to residents and where PACE services must be delivered.
18. **SPA:** amendment to the Maine State Plan for Medicaid (State Plan Amendment).
19. **Telemedicine:** the use of medical information exchanged from one site to another via electronic communications to improve, maintain, or assist patients' health status. Videoconferencing;

transmission of still images; e-health, including patient portals, remote monitoring of vital signs, continuing medical education, and nursing call centers, are all considered part of telemedicine.

20. **VA:** United States Veterans Administration.

B. Purpose and Background

This Request for Information (RFI) is an information gathering and market research tool, not a formal solicitation of a specific requirement (such as in a “Request for Proposals (RFP)” document). The Department of Health and Human Services’ (Department’s), Office of Aging and Disability Services (OADS), is seeking information regarding the Program of All-inclusive Care for the Elderly (PACE) from interested parties as defined in this RFI document. This is an opportunity for interested parties to help the Department better understand a marketplace and/or specific subject matter.

The PACE is a structured Medicaid State Plan Amendment (SPA) currently utilized in thirty two (32) states to deliver managed services to individuals assessed as medically eligible for Nursing Facility Level of Care (NFLoC). The PACE providers are responsible for the delivery and cost of all Long Term, Acute, and Institutional Care for individuals aged fifty-five (55) years or older, who have elected and enrolled in the PACE for all their medical service needs. The PACE service delivery model provides greater integration with Medicare, with approximately eighty percent (80%) of participants nationally eligible to receive benefits for both the Medicare and Medicaid programs. The PACE providers receive capitated compensation on a per-member per-month basis for services provided to enrollees, and accept all financial risk under the program.

The PACE requires extensive capital investment, and has traditionally required between one hundred and fifty (150) and two hundred (200) participants to reach a point of sustainability. The quantity and density of NFLoC-eligible individuals required to support sustainability within defined PACE Service Areas is often the most significant challenge to the PACE implementations in rural states like Maine. However, over the last ten (10) years, Rural PACE demonstration projects implementing approaches for cost containment and expanded use of waivers of certain CMS PACE provisions have proven that the PACE can be successfully implemented in rural states. Through this RFI, the Department seeks to engage interested parties to obtain information that informs the Department in the design and possible implementation of the PACE in Maine.

C. General Provisions

1. This is a non-binding RFI. Therefore, no award shall be made as a result of the RFI process.
2. Issuance of this RFI does not commit the Department to pay any expenses incurred by a Respondent in the preparation of their response to this RFI. This includes attendance at personal interviews or other meetings and software or system demonstrations, where applicable.
3. Issuance of this RFI in no way constitutes a commitment by the State of Maine to issue an RFP.
4. All responses should adhere to the instructions and format requests outlined in this RFI and all written supplements and amendments, such as the Summary of Questions and Answers, issued by the Department.
5. All submissions in response to this RFI will be considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA) (1 M.R.S. §§ 401 et seq.).
<http://www.mainelegislature.org/legis/statutes/1/title1sec401.html>

6. The Department, at its sole discretion, reserves the right to recognize and waive minor informalities and irregularities found in responses received by vendors in response to this RFI.
7. All applicable laws, whether or not herein contained, shall be included by this reference. It shall be the Respondent's responsibility to determine the applicability and requirements of any such laws and to abide by them.

PART II INFORMATION SOUGHT

The Department seeks input from interested parties to consider in the design and implementation of the PACE in Maine. The Department is particularly interested in best practice and/or innovative design and implementation approaches for the PACE which could limit programmatic risk and increase service availability across the State.

While the Department seeks responses for all the areas of interest identified below, limited responses to this RFI that address one or more of the following areas of interest will also be accepted :

1. What conclusions have you drawn from the PACE success in other states, and what lessons should be applied to the development and operation of the PACE in Maine?
2. What conclusions have you drawn from Rural PACE demonstration sites/projects, and what specific lessons should be applied to the development and operation of the PACE in Maine?
3. What conclusions have you drawn from the PACE's lack of success in some states, and what lessons should be applied to the development and operation of the PACE in Maine?
4. Would you recommend application for waiver(s) of any CMS PACE rules, and if so, which would you identify and why?
5. How important do you see participation under the Veterans Administration (VA) PACE partnership program to the success of the PACE in Maine?
6. Would you recommend any changes to Maine's NFLoC eligibility criteria? If so, why?
7. To what extent would you recommend the incorporation of Assistive Technology and Tele-medicine for the PACE in Maine?
8. How would you comply with the Home and Community-Based Services (HCBS) Setting Final rule (CMS 2249-F/2296/F) for residential and community service delivery?
9. How would you recommend addressing Institutional to Community Care transitions within the PACE?
10. What legislative and/or policy decisions do you see as critical to successfully implementing PACE in Maine? What would you recommend, and why?
11. Which partnerships with community service providers do you see as critical to the success of the PACE in Maine, and why?

12. How would you approach partnering with existing community-based service providers?
13. How would you recommend maximizing awareness of the PACE within Maine's existing conflict-free Options Counseling system? What challenges do you anticipate?
14. Which areas of Maine do you see as sustaining the PACE and why?
15. What PACE Service Area definitions would you recommend and why?
16. Which PACE Service Areas would you likely express interest in developing?
17. Would you support a distributed PACE configuration model that extends services to Rural Maine, and if so, how and when would you recommend implementing the concept?

Requested Attachments:

- A. Recommended Milestone Schedule for the PACE Development and Implementation
- B. Recommended Milestone Schedule for the PACE Rural Expansion (if applicable)

PART III KEY RFI EVENTS

A. Timeline of Key RFI Events

Event Name	Event Date and Time
Informational Meeting	February 8, 2016, 10:00 p.m.
Due Date for Receipt of Written Questions	February 18, 2016 at 5:00 p.m., local time
Due Date for Responses	March 17, 2016 at 2:00 p.m., local time

B. Informational Meeting

The Department will sponsor an Informational Meeting concerning this RFI beginning at the date and time shown in the timeline above. The Informational Meeting will be held at 41 Anthony Avenue, Augusta, ME 04330.

The purpose of the Informational Meeting is to provide interested parties with additional information related to this RFI, field questions, and clarify any questions as to this RFI request.

C. Questions

1. General Instructions

- a. It is the responsibility of each interested party to examine the entire RFI and to seek clarification, in writing, if they do not understand any information or instructions.
- b. Questions regarding the RFI must be submitted via e-mail and received by the RFI Coordinator listed on the cover page of this RFI document as soon as possible but no later than the date and time specified in the timeline above.
- c. For ease of reference, please include the RFI Number and Title in the subject line of the e-mail. Be sure to refer to the page number and paragraph within this RFI relevant to the question presented for clarification, if applicable.

2. Summary of Questions and Answers

Responses to all substantive and relevant questions will be compiled in writing and distributed to all registered, interested parties by e-mail, as well as posted on the OADS website (www.maine.gov/dhhs/oads). The Department reserves the right to answer or not answer any question received.

D. Submitting the Response

1. Responses Due

Responses must be received no later than the date and time listed in the timeline above.

2. Delivery Instructions

Responses must be submitted to the RFI Coordinator, via e-mail, listed on the cover page of this RFI document.

PART IV SUBMISSION REQUIREMENTS

This section contains instructions for Respondents to use in preparing their responses. It is requested that all responses follow the outline suggested below, including the numbering, section, and sub-section headings as they appear here. The Department seeks detailed yet succinct responses that demonstrate the Respondent's experience and familiarity with the subject matter. **As this is not a competitive RFP process, Respondents should not provide any specific cost or customized pricing documentation in their response.**

A. Response Format

1. For clarity, the response should be typed or printed. Responses should be single-spaced with 1" margins on white 8 1/2" x 11" paper using a font no smaller than 12 point Times New Roman or similar.
2. All pages should be numbered consecutively beginning with number 1 on the first page of the narrative (this does not include the cover page or table of contents pages) through to the end, including all forms and attachments. For clarity, the Respondent's name should appear on every page, including Attachments. Each Attachment should reference the section or subsection number to which it corresponds.
3. Respondents are asked to be brief and to respond to each question and instruction listed in the "Submission Requirements" section of this RFI. Number each response to correspond to the relevant question or instruction of the RFI. The response should be limited to a maximum total 75 pages.
4. Include any forms provided in the package or reproduce those forms as closely as possible. All information should be presented in the same order and format as described in the RFI.
5. Please provide all information requested in the RFI package at the time of submission.

B. Response Contents

Section I. Organization

1. Provide Respondent's location(s)
2. Provide a brief description of Respondent's main products/services
3. Provide a brief description of years in business
4. Provide a description of the management structure
5. Describe any licensure required for any services described in the "Information Sought" section.

Section II. Response to Information Sought

Discuss the "Information Sought" section referenced above in Part II of this RFI and what the Respondent offers and recommends related to the goods or services described. Please respond to all questions in this section, and give particular attention to describing the methods and resources necessary to accomplish the tasks involved.

Section III. Required Attachments

The following documents should be attached to the back of each submitted response in the order as numbered below.

- A. Recommended Milestone Schedule for PACE Development and Implementation
- B. Recommended Milestone Schedule for PACE Rural Expansion (if applicable)

PART V REVIEW OF RESPONSES RECEIVED

A. General Information

1. The Department will review responses received for the purpose of gathering information and market research. The Department will not score or rate responses received.
2. The Department reserves the right to communicate and/or schedule interviews/presentations with Respondents, if needed, to obtain clarification of information contained in the responses received.

APPENDIX A

STATE OF MAINE
Department of Health and Human Services
RESPONSE COVER PAGE
RFI# 201601006
Program of All-inclusive Care for the Elderly (PACE)

Lead Point of Contact for Response - Name/Title:	
Respondent's Organization Name (if applicable):	
Tel:	Fax:
E-Mail:	Website (if applicable):
Street Address:	
City/State/Zip:	